

Wholesale Trade & Distribution > Non Durable Goods > Paper Products > Xerography Paper ~ 3010

Suppliers SKU	Supplier- Independent SKU	Georgia-Pacific	Boise-Cascade	Weyerhaeuser	<none>
	IND-Office-3456	Spectrum DP	Cascade X-9000	Husky DP	<none>
Sheets per Carton Basic Weight Caliper Smoothness Brightness Opacity Recovered Fiber Recycled Fiber	5000	5000	5000	5000	
	20/50	20/50	20/50	20/50	
	4.3 +/- 1	4.2	4.3	4.4	
	150 +/- 5	155	145	150	
	83 +/- 3	80 +/- 2	83 +/- 3	81 +/- 1	
	86 +/- 2	87 +/- 2	85 +/- 1	86 +/- 1	
	20%	20%	20%	20%	
	25% +/- 5	30%	20%	25%	

Buyers	Acceptable Aggregate Buyer Tolerances	Client A	Client B	Client C	Client D
Sheets per Carton Basic Weight Caliper Smoothness Brightness Opacity Recovered Fiber Recycled Fiber	5000	5000	5000	5000	5000
	20/50	20/50	20/50	20/50	20/50
	4.3 +/- 1	4.2	4.3	4.4	4.4
	150 +/- 6	156	145	150	150
	83 +/- 4	80 +/- 3	83 +/- 4	82 +/- 1	81 +/- 1
	86 +/- 2	87 +/- 2	85 +/- 1	85 +/- 1	86 +/- 1
	20%	20%	20%	20%	20%
	25% +/- 5	20%	30%	25%	20%
Desired Quantity Desired Unit Price Maximum Spend	295,000	15,000	250,000	20,000	10,000
	\$19-\$30	\$25-\$30	\$19-\$22	\$19-\$23	\$19-\$25
	\$8,850,000				

Fig 36

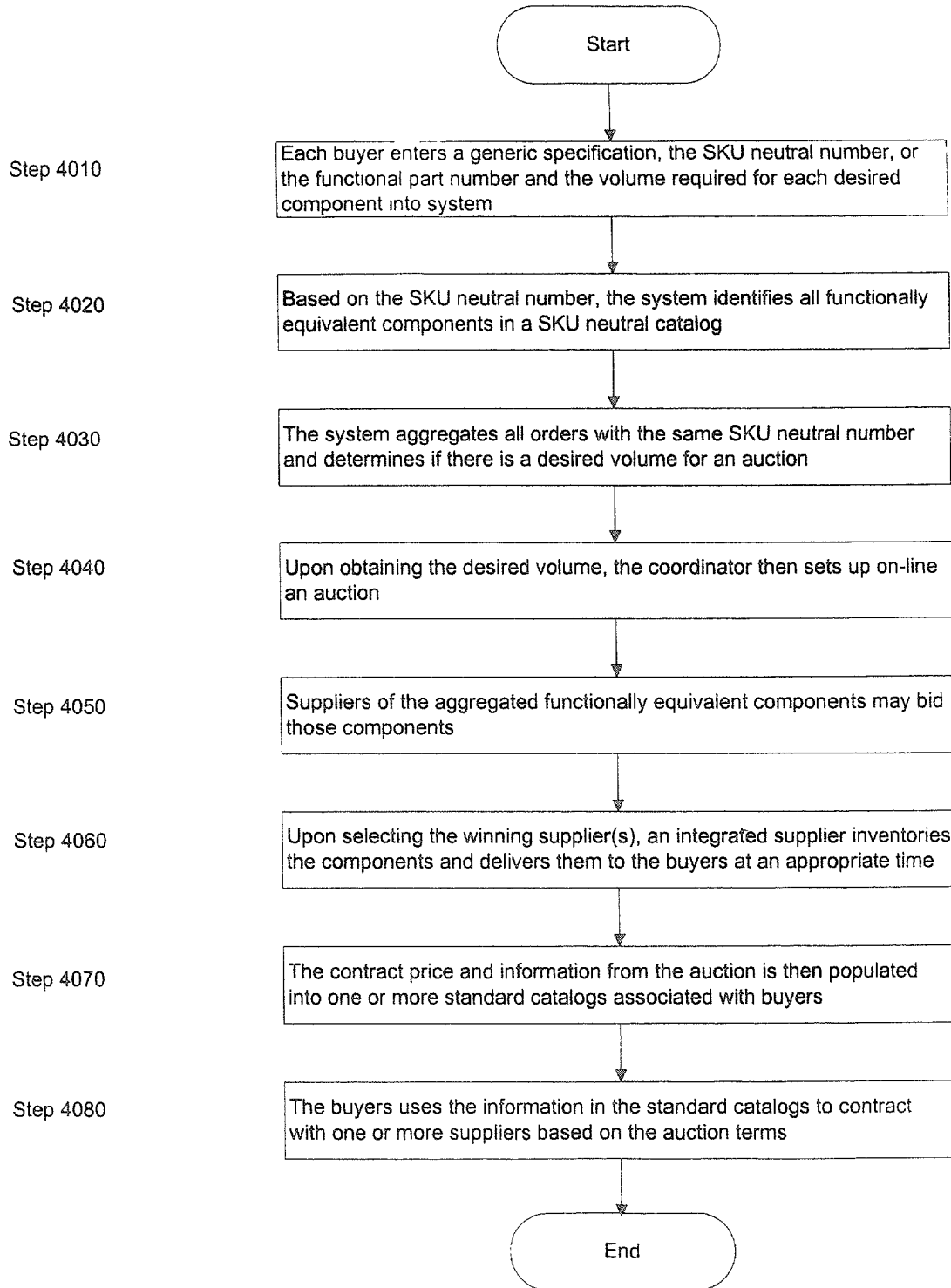


Fig 4